



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

CONTRACT

<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Product</u> HIGHWAY 31		
<u>Contract Dates</u> 11/30/17 - 12/12/17		<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 12/06/17 / 12/06/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSFA	<u>Account Executive</u> Ryan Eddins	<u>Sales Office</u> HRP-Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agy Code</u>	<u>Advertiser Code</u> 361	<u>Product 1/2</u> 385
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

Greer, Margolis, & Mitchell
1010 Wisconsin Ave
Suite 800
Washington, DC 20007

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	WSFA	12/03/17	12/10/17	WSFA News Sunday AM	9-930a		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$75.00			
Week:		12/04/17	12/10/17	-----1				1	\$75.00			
2	WSFA	11/30/17	12/01/17	NBC Today 2	9-10am		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$250.00			
3	WSFA	11/30/17	12/01/17	NBC Today with Kathie Lee	10-11am		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$250.00			
4	WSFA	11/30/17	12/01/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$75.00			
5	WSFA	11/30/17	12/01/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$75.00			
6	WSFA	11/30/17	12/01/17	WSFA 12 News at Noon	12-1230pm		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$250.00			
7	WSFA	11/30/17	12/01/17	NET Days of Our Lives	1230-130p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				1	\$350.00			
8	WSFA	11/30/17	12/01/17	RIGHT THIS MINUTES	130-2p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$75.00			
10	WSFA	11/30/17	12/01/17	JUDGE JUDY 2ND RUN	3-330p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
11	WSFA	11/30/17	12/01/17	Today in Alabama 430am	430-5a		:30			NM	2	\$50.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/06/17 / 12/06/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$25.00			
12	WSFA	11/30/17	12/01/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
13	WSFA	11/30/17	12/01/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
14	WSFA	11/30/17	12/01/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$175.00			
15	WSFA	11/30/17	12/01/17	WSFA 12 News at Five	5-530pm		:30			NM	4	\$1,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$425.00			
16	WSFA	11/30/17	12/01/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	4	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$800.00			
17	WSFA	12/02/17	12/09/17	WSFA 12 News at Six-Sat	Sa 6-7pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$200.00			
Week:		12/04/17	12/10/17	-----1-				1	\$200.00			
18	WSFA	12/03/17	12/10/17	WSFA 12 News at Five-Sun	Su 5-530p		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
19	WSFA	11/30/17	12/01/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$350.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		1	WSFA	11/27/17-12/03/17	ENTERTAINMENT TONIGHT	630-7p	----ThF----	:30	\$350.00	NM		
		Credited										
20	WSFA	11/30/17	12/01/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$500.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		1	WSFA	11/27/17-12/03/17	WSFA 12 News at Ten - MF	10-1035pm	----ThF----	:30	\$500.00	NM		
		Credited										
		3	WSFA	11/27/17-12/03/17	WSFA 12 News at Ten - MF	10-1035pm	----ThF----	:30	\$500.00	NM		
		Credited										
21	WSFA	12/02/17	12/09/17	WSFA 12 News at Ten - Sat	10-1030pm		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$350.00			
Week:		12/04/17	12/10/17	-----1-				1	\$350.00			
22	WSFA	11/30/17	12/01/17	Today in Alabama 5am	5-530a		:30			NM	3	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$200.00			
23	WSFA	12/03/17	12/10/17	WSFA 12 News at Ten - Sun	10-1030pm		:30			NM	0	\$0.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/06/17 / 12/06/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	11/27/17-12/03/17	WSFA 12 News at Ten - Sun	10-1030pm	-----Su	:30		\$225.00	NM		
Credited												
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WSFA	12/04/17-12/10/17	WSFA 12 News at Ten - Sun	10-1030pm	-----Su	:30		\$225.00	NM		
Credited												
24	WSFA	12/03/17	12/10/17	Late News	1030p-11P		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
25	WSFA	11/30/17	12/01/17	Tonight Show	1035-1137pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$200.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	11/27/17-12/03/17	Tonight Show	1035-1137pm	----ThF----	:30		\$200.00	NM		
Credited												
26	WSFA	11/30/17	12/01/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$50.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	11/27/17-12/03/17	Late Night w/ Seth Meyers	1137p-1237x	----ThF----	:30		\$50.00	NM		
Credited												
	3	WSFA	11/27/17-12/03/17	Late Night w/ Seth Meyers	1137p-1237x	----ThF----	:30		\$50.00	NM		
Credited												
27	WSFA	12/02/17	12/09/17	NET Saturday Night Live	1030p-1203x		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$200.00			
Week:		12/04/17	12/10/17	-----1-				1	\$200.00			
28	WSFA	12/04/17	12/11/17	the voice	7-9pm		:30			NM	2	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	1-----				1	\$1,500.00			
Week:		12/11/17	12/17/17	1-----				1	\$1,500.00			
29	WSFA	12/05/17	12/12/17	This is Us	8-9pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-1-----				1	\$5,000.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	12/04/17-12/10/17	This is Us	8-9pm	-Tu-----	:30		\$5,000.00	NM		
Credited												
Week:		12/11/17	12/17/17	-----				0	\$0.00			
E 30	WSFA	12/05/17	12/12/17	Chicago med	9-10pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-1-----				1	\$800.00			
Week:		12/11/17	12/17/17	-1-----				1	\$800.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WSFA	12/11/17-12/17/17	Chicago med	9-10pm	-Tu-----	:30		\$800.00	NM		
Credited												

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/06/17 / 12/06/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
31	WSFA	12/06/17	12/06/17	the blacklist	658-8pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	--1----				1	\$600.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	12/04/17-12/10/17	the blacklist	658-8pm	---W-----	:30		\$600.00	NM		
				Credited								
32	WSFA	12/06/17	12/06/17	LAW & ORDER:SVU	8-9pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	--1----				1	\$600.00			
33	WSFA	11/30/17	12/01/17	Today in Alabama 530a	528am-6am		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$250.00			
34	WSFA	12/06/17	12/06/17	CHICAGO PD	9-10pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	--1----				1	\$800.00			
E 35	WSFA	12/01/17	12/08/17	BLINDSPOT	658-8pm		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1--				1	\$1,000.00			
Week:		12/04/17	12/10/17	-----1--				1	\$1,000.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WSFA	12/04/17-12/10/17	BLINDSPOT	658-8pm	-----F----	:30		\$1,000.00	NM		
				Credited								
E 36	WSFA	12/01/17	12/08/17	DATELINE NBC	810pm		:30			NM	1	\$515.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1--				1	\$515.00			
Week:		12/04/17	12/10/17	-----1--				1	\$515.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WSFA	12/04/17-12/10/17	DATELINE NBC	810pm	-----F----	:30		\$515.00	NM		
				Credited								
37	WSFA	12/02/17	12/09/17	DATELINE SAT NIGHT MUY9-10PM			:30			NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$300.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	11/27/17-12/03/17	DATELINE SAT NIGHT MUY9-10PM		-----Sa--	:30		\$300.00	NM		
				Credited								
Week:		12/04/17	12/10/17	-----1-				1	\$300.00			
38	WSFA	11/30/17	11/30/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---1----				1	\$1,125.00			
39	WSFA	12/07/17	12/07/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---1----				1	\$2,500.00			
40	WSFA	12/03/17	12/03/17	NFL Football	Sun 730P-1030P		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$1,125.00			
41	WSFA	12/10/17	12/10/17	NFL Football	Sun 730P-1030P		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-----1				1	\$1,125.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Contract Dates</u> 11/30/17 - 12/12/17	<u>Product</u> HIGHWAY 31	<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 12/06/17 / 12/06/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
42	WSFA	11/30/17	12/01/17	Today In Alabama	6a-7a		:30			NM	5	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				5	\$350.00			
43	WSFA	11/30/17	12/01/17	NBC Today Show	7-9am		:30			NM	5	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				5	\$260.00			
44	WSFA	12/02/17	12/09/17	NBC Saturday Today Show	6-8am		:30			NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$115.00			
Week:		12/04/17	12/10/17	-----1-				1	\$115.00			
45	WSFA	12/03/17	12/10/17	NET NBC Sunday Today Shc	7-8a		:30			NM	2	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$125.00			
Week:		12/04/17	12/10/17	-----1				1	\$125.00			
46	WSFA	12/03/17	12/10/17	NET NBC Meet The Press	8-9a		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
48	WSFA	12/04/17	12/08/17	NBC Today 2	9-10am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				1	\$250.00			
49	WSFA	12/04/17	12/08/17	NBC Today with Kathie Lee	10-11am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				1	\$250.00			
50	WSFA	12/04/17	12/08/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$75.00			
51	WSFA	12/04/17	12/08/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$75.00			
52	WSFA	12/04/17	12/08/17	WSFA 12 News at Noon	12-1230pm		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$250.00			
53	WSFA	12/04/17	12/08/17	NET Days of Our Lives	1230-130p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MT-----				1	\$350.00			
54	WSFA	12/04/17	12/08/17	RIGHT THIS MINUTES	130-2p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MT-----				2	\$75.00			
55	WSFA	12/04/17	12/08/17	HARRY	2-3p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MT-----				2	\$75.00			
56	WSFA	12/04/17	12/08/17	JUDGE JUDY 2ND RUN	3-330p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$135.00			
57	WSFA	12/04/17	12/08/17	Today in Alabama 430am	430-5a		:30			NM	2	\$50.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Contract Dates</u> 11/30/17 - 12/12/17	<u>Product</u> HIGHWAY 31	<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 12/06/17 / 12/06/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$25.00			
58	WSFA	12/04/17	12/08/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$135.00			
59	WSFA	12/04/17	12/08/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$135.00			
60	WSFA	12/04/17	12/08/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$175.00			
61	WSFA	12/04/17	12/08/17	WSFA 12 News at Five	5-530pm		:30			NM	3	\$1,275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$425.00			
62	WSFA	12/04/17	12/08/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	3	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$800.00			
63	WSFA	12/04/17	12/08/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MT-----				2	\$350.00			
64	WSFA	12/04/17	12/08/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$500.00			
65	WSFA	12/04/17	12/08/17	Today in Alabama 5am	5-530a		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$200.00			
66	WSFA	12/04/17	12/08/17	Tonight Show	1035-1137pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$200.00			
67	WSFA	12/04/17	12/08/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$50.00			
68	WSFA	12/04/17	12/08/17	Today in Alabama	6a-7a		:30			NM	3	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$350.00			
69	WSFA	12/04/17	12/08/17	NBC Today Show	7-9am		:30			NM	3	\$780.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$260.00			
70	WSFA	12/04/17	12/08/17	Today in Alabama 530a	528am-6am		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$250.00			
71	WSFA	12/11/17	12/12/17	NBC Today 2	9-10am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$250.00			
72	WSFA	12/11/17	12/12/17	NBC Today with Kathie Lee	10-11am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$250.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Contract Dates</u> 11/30/17 - 12/12/17	<u>Product</u> HIGHWAY 31	<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 12/06/17 / 12/06/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
73	WSFA	12/11/17	12/12/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$75.00			
74	WSFA	12/11/17	12/12/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$75.00			
75	WSFA	12/11/17	12/12/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$250.00			
76	WSFA	12/11/17	12/11/17	WSFA 12 News at Five	5-530pm		:30			NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$425.00			
77	WSFA	12/11/17	12/11/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$800.00			
78	WSFA	12/11/17	12/11/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$350.00			
79	WSFA	12/11/17	12/11/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$500.00			
80	WSFA	12/11/17	12/12/17	Today in Alabama 5am	5-530a		:30			NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$200.00			
81	WSFA	12/11/17	12/11/17	Tonight Show	1035-1137pm		:30			NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$200.00			
82	WSFA	12/11/17	12/11/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	1-----				1	\$50.00			
83	WSFA	12/11/17	12/12/17	Today In Alabama	6a-7a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				2	\$350.00			
84	WSFA	12/11/17	12/12/17	NBC Today Show	7-9am		:30			NM	2	\$520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				2	\$260.00			
85	WSFA	11/30/17	12/03/17	HARRY	2-3p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$75.00			
86	WSFA	12/04/17	12/08/17	NET Early Today ON	4-430x		:30			NM	2	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWT---				2	\$15.00			
87	WSFA	12/11/17	12/12/17	NET Early Today ON	4-430x		:30			NM	2	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				2	\$15.00			
88	WSFA	12/07/17	12/07/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$2,500.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/06/17 / 12/06/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---T---				1	\$2,500.00			
89	WSFA	12/07/17	12/07/17	NET NFL Thursday Pre-Gam	630-730p		:30			NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---T---				1	\$400.00			
90	WSFA	12/06/17	12/06/17	Wednesday Hour 2	8-9pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	--W----				2	\$600.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
2	WSFA	12/04/17-12/10/17		Wednesday Hour 2	8-9pm	---W-----	:30		\$600.00	NM		
Credited												
91	WSFA	12/09/17	12/09/17	Saturday Hour 3	9-10PM		:30			NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-----S-				2	\$225.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
1	WSFA	12/04/17-12/10/17		Saturday Hour 3	9-10PM	-----Sa--	:30		\$225.00	NM		
Credited												
92	WSFA	12/04/17	12/10/17	Today In Alabama	6a-7a		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				1	\$350.00			
93	WSFA	11/30/17	11/30/17	NET NFL Thursday Pre-Gam	630-730p		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---T---				1	\$500.00			
94	WSFA	12/04/17	12/10/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---TF--				2	\$800.00			
95	WSFA	12/02/17	12/02/17	Saturday Hour 3	9-10PM		:30			NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----S-				1	\$300.00			
96	WSFA	12/04/17	12/04/17	Monday Hour 3	9-10pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	M-----				1	\$600.00			
97	WSFA	12/03/17	12/03/17	NFL Football	Sun720p-1030p		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----S				1	\$1,125.00			
98	WSFA	12/04/17	12/04/17	the voice	7-9pm		:30			NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	M-----				1	\$1,500.00			
99	WSFA	12/05/17	12/05/17	The Voice	658-8pm		:30			NM	1	\$1,350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-T-----				1	\$1,350.00			
100	WSFA	12/01/17	12/01/17	dateline nbc	8-10pm		:30			NM	1	\$515.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	----F--				1	\$515.00			
101	WSFA	12/01/17	12/01/17	dateline nbc	8-10pm		:30			NM	1	\$510.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	----F--				1	\$510.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/06/17 / 12/06/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
102	WSFA	12/05/17	12/10/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-TWTF--				1	\$800.00			
103	WSFA	12/09/17	12/09/17	ET WEEKEND	1203-103x		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-----S-				1	\$25.00			
N 104	WSFA	12/11/17	12/11/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	M-----				1	\$800.00			
N 105	WSFA	12/08/17	12/08/17	AHSAA Football	7p-10p		:30			NM	3	\$1,515.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	----F--				3	\$505.00			
Totals											187	\$65,475.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
11/27/17 - 12/12/17	187	\$65,475.00	(\$9,821.25)	\$55,653.75
Totals	187	\$65,475.00	(\$9,821.25)	\$55,653.75

Signature: _____ **Date:** _____

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION DEC5/17 10.57
\$\$\$ MOD# 4: APPROVED REV #0 \$\$\$ **CHANGES** *** WSFA-TV ***

REP HEADLINE# 8870837 TRF# 1858711
ADV # ADV. NAME ISS/HIGHWAY 31 REP.# OFF.# SALESMAN #
AGY # AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES NOV30/17 DEC12/17 WK-2
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE DEC5/17 10.57

STA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
NO BUYS TO PRINT
STATION MAKEGOOD OFFERS:
M6 UNRESL BUY#31 MISSED:TUE/900P-1000P DEC12 30S \$800.00 (DEC5/17)
OFFER:MON/600P-630P DEC11 30S \$800.00 PLS ADVISE.
CMT:SPOT WAS ORDERED ON ELECTION NIGHT AFTER POLLS CLOSED. PLEASE
CMT:CONFIRM. THANKS, DENICE
M7 UNRESL BUY#36 MISSED:FRI/700P-800P DEC8 30S \$1,000.00 (DEC5/17)
BUY#37 FRI/800P-1000P DEC8 30S \$515.00
OFFER:FRI/700P-1000P DEC8 (3/WK) 30S \$505.00 PLS ADVISE.
CMT:NA DUE TO PROGRAM CHANGE. WE WILL BE AIRING AHSAA SUPER 7
CMT:CHAMPIONSHIP(HIGH SCHOOL CHAMP FTBALL). PLEASE CONFIRM. THANKS,DENICE

DEC/17 65475.00 CONTRACT TOTAL 65475.00
TOTAL SPOTS 186

MARKET TOTALS \$159,939 WSFA 41% WNCN 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%
ESFA 0% EAKA 0%

ACCURATE SHARES
SVC- NSI
DEMOS- RA35+*

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 4: UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP DEC6/17 12.29
*** CHANGES *** ** WSFA-TV ***

ADV # _____ ADV. NAME ISS/HIGHWAY 31 REP.# _____ OFF.# _____ SALESMAN # _____
AGY # _____ AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # _____ CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES NOV30/17 DEC12/17 WK-2
CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE DEC6/17 12.29

REP: REVISED ORDER
M6-7 OKD AS LINES 104-105
TTL SAME, \$65,475
PLS CONFIRM
THANKS JASMINE FOR RYAN

STA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
CON CM HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS /WK	:WEEK INVT	:DAYS	:TOTL SPTS
AGENCY ADVERTISER CODE = 361 AGENCY PRODUCT CODE = 385 AGENCY EST# = 6109												
31	E		900P-1000P	30		\$800.00	12/5	12/5	1		TUE	1
31	E		900P-1000P	30		\$800.00	12/12	12/12	0		TUE	0
PROGRAM : CHICAGO MED CON COM1: CHICAGO MED												

Don Corbett

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 4: APPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION DEC6/17 12.39 *** WSFA-TV ***

ADV # ADV. NAME ISS/HIGHWAY 31 REP. # OFF.# SALESMAN #
AGY # AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)
WASHINGTON, DC 20007

ORDER # CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES NOV30/17 DEC12/17 WK-2
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE DEC6/17 12.39

REP: REVISED ORDER
M6-7 OKD AS LINES 104-105
TTL SAME, \$65,475
PLS CONFIRM
THANKS JASMINE FOR RYAN

STA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

CON CM HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION
STATION MAKEGOOD OFFERS:
M6 OK'D BUY#31 MISSED:TUE/900P-1000P DEC12 30S \$800.00 (DEC5/17)
OFFER:MON/600P-630P DEC11 30S \$800.00 PLS ADVISE.
CMT:SPOT WAS ORDERED ON ELECTION NIGHT AFTER POLLS CLOSED. PLEASE
CMT:CONFIRM. THANKS, DENICE

M7 OK'D BUY#36 MISSED:FRI/700P-800P DEC8 30S \$1,000.00 (DEC5/17)
BUY#37 FRI/800P-1000P DEC8 30S \$515.00
OFFER:FRI/700P-1000P DEC8(3/WK) 30S \$505.00 PLS ADVISE.
CMT:NA DUE TO PROGRAM CHANGE. WE WILL BE AIRING AHSAA SUPER 7
CMT:CHAMPIONSHIP(HIGH SCHOOL CHAMP FTBALL). PLEASE CONFIRM. THANKS, DENICE
CONTRACT TOTAL 65475.00
TOTAL SPOTS 187